

OFFICE OF INVESTIGATIONS



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UNITED STATES INTERNATIONAL TRADE COMMISSION

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WASHINGTON, DC 20436

**DATE**

**ADDRESS**  
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Dear Mr. **NAME**:

The purpose of this letter is to request certain information on the operations of your client, **NAME**, in connection with the Commission's **countervailing duty/antidumping** review investigation on **PRODUCT** from **COUNTRY** (investigation No. **XXX** (Review)). The requested information relates to section 751(c) of the Tariff Act of 1930 that deals with the question of whether **revocation of an existing countervailing duty order/antidumping duty order/termination of an existing suspension agreement** is likely to lead to continuation or recurrence of material injury to a domestic industry within a reasonably foreseeable time (19 U.S.C. § 1675(c)).

The data furnished in response to this request that reveal the individual operations of your client's firm will be treated as business proprietary by the Commission to the extent that such data are not otherwise available to the public and will not be disclosed except as may be required by law. Such business proprietary information will not be published in a manner that will reveal the individual operations of your client's firm. You are reminded of the provisions of section 207.7(f) of the Commission's rules (19 CFR § 207.7(f)), which require you to serve a copy of your response to this request on parties to the review who have been granted such access under administrative protective order.

Please provide the information requested in the attachment to this letter directly to the Commission's investigator (**NAME**, Room 615-**X**, U.S. International Trade Commission, 500 E Street, SW, Washington, DC, 20436) by no later than **DATE**. No copies are necessary. If you have any questions concerning the review or this request please contact **NAME** at 202-205-**XXXX**.

Thank you for your assistance,

Lynn Featherstone  
Director, Office of Investigations

Attachment

**FOREIGN PRODUCERS'/EXPORTERS' QUESTIONNAIRE**  
**PRODUCT FROM COUNTRY**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**

Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than INSERT DATE**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its **countervailing duty/antidumping** review investigation concerning **PRODUCT** from **COUNTRY** (inv. No. **xxx** (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII.

Name of firm \_\_\_\_\_

Address \_\_\_\_\_

World Wide Web address \_\_\_\_\_

Has your firm produced or exported **PRODUCT** (as defined in the instruction booklet) since **DATE OF ORDER**?

**G NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

**G YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**CERTIFICATION**

*The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission.*

*Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout this review in any other investigations or reviews of the same or comparable products which are conducted by the Commission under title VII of the Tariff Act of 1930. If you do not consent to such use, please note the certification accordingly.*

*The undersigned acknowledges that information submitted in this questionnaire response and throughout this review may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this review or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( )  
\_\_\_\_\_  
*Phone*

( )  
\_\_\_\_\_  
*Fax*

**PART I.--GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average **XX** hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW., Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours                      \_\_\_\_\_ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

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- I-3. Please provide the names and addresses of the **FIVE** largest U.S. importers of your firm's **PRODUCT** in 1998.

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**PART I.--GENERAL QUESTIONS--Continued**

- I-4. Does your firm or any affiliated firm produce, have the capability to produce, or have any plans to produce **PRODUCT** in the United States or other countries?

**G** No

**G** Yes--Please name the firm(s) and country(ies) below and, if U.S. producer(s), ensure that they complete the Commission's producer questionnaire (contact **NAME** for copies of that questionnaire).

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- I-5. Does your firm or any affiliated firm import or have any plans to import **PRODUCT** into the United States?

**G** No

**G** Yes--Please name the firm(s) below and ensure that they complete the Commission's importer questionnaire (contact **NAME** for copies of that questionnaire).

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**PART II.--TRADE AND RELATED INFORMATION**

- II-1. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of **PRODUCT** since **DATE OF ORDER** (the date on which the **countervailing duty/antidumping duty** order under review became effective)?

**G** No

**G** Yes--Supply details as to the time, nature, and significance of such changes.

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**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-2. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of **PRODUCT** in the future?

**G** No

**G** Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. **Include in your response a specific projection of your firm's capacity to produce PRODUCT (in SPECIFY UNITS) for 1999 and 2000.**

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II-3. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of **PRODUCT** in the future if the **countervailing duty/antidumping duty** order on **PRODUCT** from **COUNTRY** were to be revoked?

**G** No

**G** Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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II-4. Does your firm have any plans to add, expand, curtail, or shut down production capacity and/or production of **PRODUCT** in **COUNTRY** in the future?

**G** No

**G** Yes--Please describe those plans, including planned dates and capacity/production quantities involved, and the reason(s) for such change(s). If the plans are to add or expand capacity or production, list (in descending order of importance) the markets (countries) to which such additional capacity or production would be directed. Provide relevant portions of business plans or other supporting documentation that addresses this issue.

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**PART II.--TRADE AND RELATED INFORMATION--Continued**

- II-5. Describe production technology used in the production of **PRODUCT** in **COUNTRY** and identify major production inputs. Also discuss any significant changes in production technology since **YEAR OF ORDER**.

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- II-6. Has your firm since **YEAR OF ORDER** (the year the **countervailing duty/antidumping duty** order under review became effective) produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of **PRODUCT**?

**G** No      **G** Yes--List the following information.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity data</u>
<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>

- II-7. Has your firm since **YEAR OF ORDER** produced, or does your firm anticipate producing in the future, other products using the same production and related workers employed to produce **PRODUCT**?

**G** No      **G** Yes--List the following information.

<u>Product</u>	<u>Period</u>
<hr/>	<hr/>
<hr/>	<hr/>

- II-8. Please describe the constraint(s) that set the limit(s) on your production capacity.

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- II-9. What percentage of your firm's total sales in its most recent fiscal year was represented by sales of **PRODUCT**?

\_\_\_\_\_ Percent

**PART II.--TRADE AND RELATED INFORMATION--Continued**

- II-10. Is your firm able to switch production between **PRODUCT** and other products in response to a relative price change in the price of **PRODUCT** vis-a-vis the price of other products, using the same equipment and labor?

**G** No

**G** Yes--Please identify below the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from **PRODUCT**.

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- II-11. Has your firm maintained any inventories of **PRODUCT** in the United States (not including inventories held by firms identified in questions I-3, I-4, or I-5 above<sup>1</sup>) since 1997?

**G** No

**G** Yes--Report the quantity (in **SPECIFY UNITS**) of such **end-of-period** inventories below.

**1997****1998**


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- II-12. Are your firm's exports of **PRODUCT** subject to tariff or non-tariff barriers to trade (for example, antidumping or countervailing duty findings or remedies, tariffs, quotas, or regulatory barriers) in any countries other than the United States?

**G** No

**G** Yes--List the products(s), country(ies), the year each such barrier was imposed, and the type of barrier.

<i>Product</i>	<i>Country</i>	<i>Year Imposed</i>	<i>Barrier</i>
<hr/>	<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>	<hr/>
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<sup>1</sup> Such firms will report inventories in the Commission's importer or producer questionnaire.



**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-13. Are imports of **PRODUCT** into your home market subject to any tariff or non-tariff barriers?

**G** No

**G** Yes--Please describe any such barriers and any significant changes in such barriers that have occurred since **YEAR OF ORDER**, or that are expected to occur in the future.

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II-14. Identify export markets (other than the United States) that you have developed or where you have increased your sales of **PRODUCT** as a result of the **countervailing duty/antidumping duty** order on **PRODUCT** from **COUNTRY**. Please identify and discuss below.

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II-15. Describe the significance of the existing **countervailing duty/antidumping duty** order covering imports of **PRODUCT** from **COUNTRY** in terms of its effect on your firm's production capacity, production, home market shipments, exports to the United States and other markets, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

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II-16. Would your firm anticipate any changes in its production capacity, production, home market shipments, exports to the United States and other markets, or inventories relating to the production of **PRODUCT** in the future if the **countervailing duty/antidumping duty** order on **PRODUCT** from **COUNTRY** were to be revoked?

**G** No

**G** Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

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**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-17. Please report production capacity, production, shipments, and inventories of **PRODUCT** produced by your firm in **COUNTRY** in the specified periods.

<b>(Quantity in SPECIFY UNITS)</b>				
<b>Item</b>	<b>1997</b>	<b>1998</b>	<b>Jan.-Mar. 1998</b>	<b>Jan.-Mar. 1999</b>
<b>AVERAGE PRODUCTION CAPACITY</b>				
<b>BEGINNING-OF-PERIOD INVENTORIES<sup>1</sup></b>				
<b>PRODUCTION<sup>2</sup></b>				
<b>SHIPMENTS:</b>				
<b>Home market:</b>				
<b>Commercial shipments</b>				
<b>Internal consumption/transfers</b>				
<b>Exports to--</b>				
<b>United States<sup>3</sup></b>				
<b>All other export markets<sup>4</sup></b>				
<b>Total exports</b>				
<b>Total shipments</b>				
<b>END-OF-PERIOD INVENTORIES</b>				
<p><sup>1</sup> <b>Reconciliation of data.</b>--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p> <p><b>G</b> Yes      <b>G</b> No--Please explain: _____</p>				
<p><sup>2</sup> Please estimate the percentage of total production of <b>PRODUCT</b> in <b>COUNTRY</b> accounted for by your firm's production in 1998.</p> <p>_____ Percent</p>				
<p><sup>3</sup> Please estimate the percentage of total exports to the United States of <b>PRODUCT</b> from <b>COUNTRY</b> accounted for by your firm's exports in 1998.</p> <p>_____ Percent</p>				
<p><sup>4</sup> Identify principal <i>other</i> export markets.</p>				

**PART III.--MARKET FACTORS**

- III-1. To what extent have changes in the prices of raw materials affected your firm's selling prices for **PRODUCT** during January 1997-March 1999? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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- III-2. Approximately what percentage of your firm's sales of **PRODUCT** to U.S. customers are on a contract (\_\_\_ percent) vs. spot sales (\_\_\_ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

- (a) What is the average duration of a contract? \_\_\_\_\_
- (b) How frequently are contracts renegotiated? \_\_\_\_\_
- (c) Does the contract fix quantity, price, or both? \_\_\_\_\_
- (d) Does the contract have a meet or release provision? \_\_\_\_\_
- (e) What are the standard quantity requirements, if any? \_\_\_\_\_
- (f) What is the price premium for sub-minimum shipments? \_\_\_ percent

- III-3. What is the average lead time between a U.S. customer's order and the date of delivery for your firm's sales of **PRODUCT**? \_\_\_\_\_

- III-4. Have individual U.S. producers, importers, purchasers, or foreign producers/exporters of **PRODUCT** influenced the U.S. wholesale market price of **PRODUCT** since **YEAR OF ORDER**?

**G** No

**G** Yes--Please identify any such firm(s) and note the time period when the firm(s) influenced price, whether the effect was to increase or decrease the price, and why your firm believes that the actions of the firm(s) were responsible for the price change.

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**PART III.--MARKET FACTORS--Continued**

- III-5. Please identify any supply factor(s) (e.g., changes in availability or prices of raw materials, energy, or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of **COUNTRY**-produced **PRODUCT** in the U.S. market since **YEAR OF ORDER**. Please note the time period(s) of any such changes, the factor(s) involved, and the impact such changes had on your shipment volumes and prices.

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- III-6. Please discuss any anticipated changes in the supply factors noted above that may affect the availability of **COUNTRY**-produced **PRODUCT** in the U.S. market in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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- III-7. Describe how easily your firm can shift its sales of **PRODUCT** between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting **PRODUCT** between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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**PART III.--MARKET FACTORS--Continued**

III-8. Is the product range or marketing of **PRODUCT** in your home market significantly different from the product range or marketing of **PRODUCT** for export to the United States or to third-country markets? Have there been any significant changes in the product range or marketing of **PRODUCT** in your home market, for export to the United States, or for export to third-country markets since **YEAR OF ORDER**?

**G** No      **G** Yes--Please describe.

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III-9. Please discuss any anticipated changes in terms of the product range or marketing of **PRODUCT** in your home market, for export to the United States, or for export to third-country markets in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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III-10. What other products may be substitutes for **PRODUCT**, and how frequently does such substitution occur?

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III-11. Have there been any changes in the number or types of products that can be substituted for **PRODUCT** since **YEAR OF ORDER**?

**G** No      **G** Yes--Please explain.

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**PART III.--MARKET FACTORS--Continued**

- III-12. Describe the approximate price sensitivity of the substitutions listed above (i.e., by what percent would the current price of **PRODUCT** have to increase, all other prices remaining constant, before your customers would start to substitute the listed products for **PRODUCT**).

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- III-13. Please discuss any anticipated changes in terms of the substitutability of other products for **PRODUCT** in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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- III-14. Is the **PRODUCT** produced by your firm and sold in its home market interchangeable (i.e., can be used in the same applications) with your firm's **PRODUCT** sold to the United States and/or to third-country markets?

**G** Yes      **G** No--Identify the market(s) and any differences in the products.

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- III-15. Describe the end uses of the **PRODUCT** that you manufacture and sell to your home market. If these end uses differ from those of the **PRODUCT** you sell to the U.S. market or to third-country markets, explain.

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- III-16. Discuss any changes in the end uses of **PRODUCT** since **YEAR OF ORDER**.

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**PART III.--MARKET FACTORS--Continued**

- III-17. Please discuss any anticipated changes in terms of the end uses of **PRODUCT** in the future, identifying the time period(s) involved, the market(s), and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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- III-18. How has the demand within your home market and the United States (and worldwide, if known) for **PRODUCT** changed since **YEAR OF ORDER**? What were the principal factors affecting changes in demand?

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- III-19. Please discuss any anticipated changes in **PRODUCT** demand in your home market and the United States (and worldwide, if known) in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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- III-20. Please compare market prices of **PRODUCT** in your home market, the United States, and third-country markets, if known.

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- III-21. Describe briefly your home market for **PRODUCT**, including the number of, and competition between, producers.

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**PART III.--MARKET FACTORS--Continued**

III-22. Do you face competition from imports of **PRODUCT** in your home market?

**G** No

**G** Yes--Please identify the country sources of any imports of **PRODUCT** into your home market.

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III-23. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss **PRODUCT** supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including **COUNTRY**, and (3) the world as a whole. Of particular interest is such data from **YEAR OF ORDER** to the present and forecasts for the future.

III-24. Does your firm sell **PRODUCT** over the internet?

**G** No

**G** Yes--Please describe, noting the estimated percentage of your firm's total sales of **PRODUCT** in 1999 accounted for by internet sales.

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